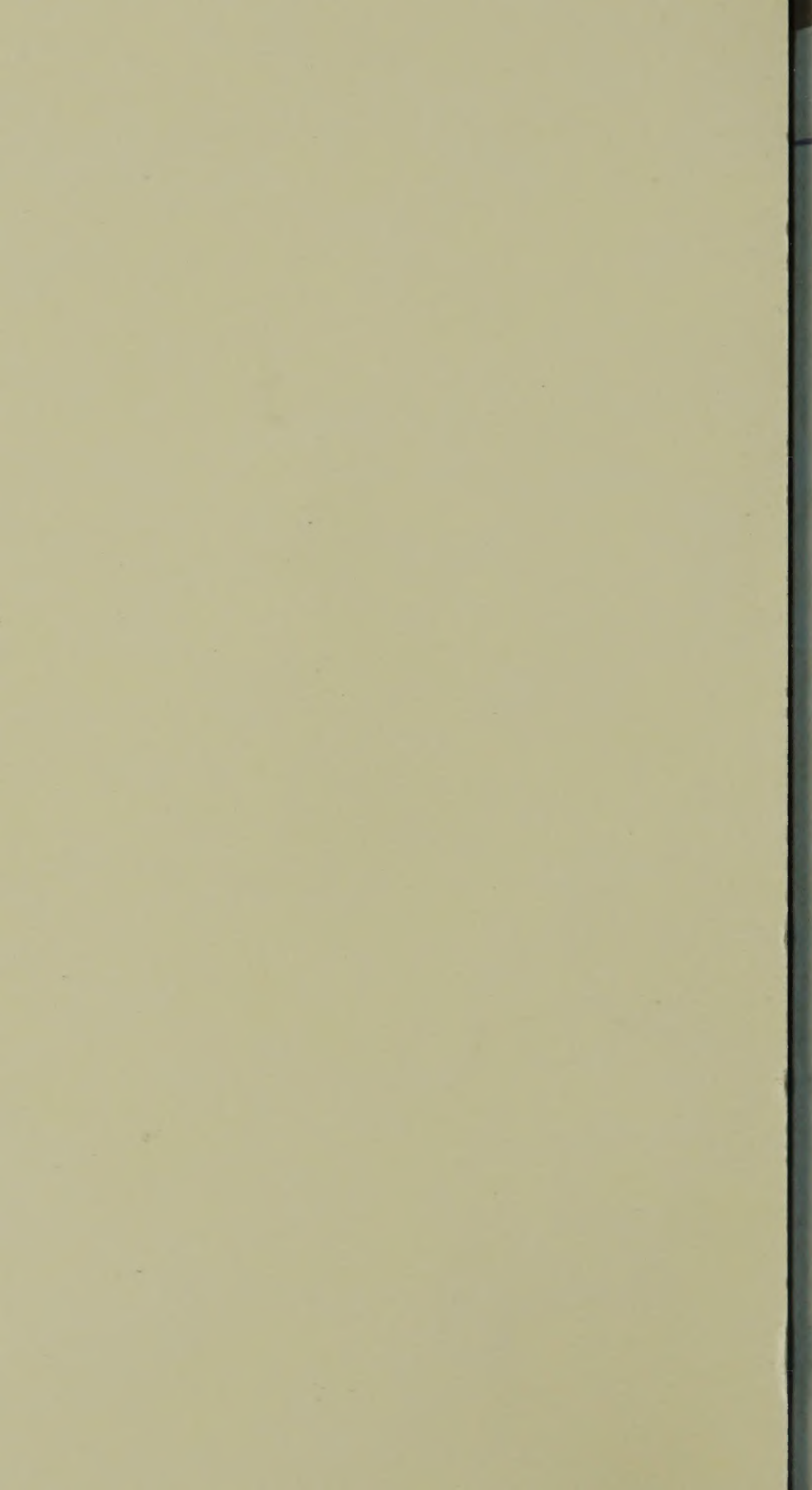


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U. S. Department of Agriculture

Modern
Gladiolus
Growing
Revised

*Also a List of the Better
Old and New Varieties*

53rd Annual List
1940

Grown by

G. D. BLACK

GLADIOLUS GROWER

Independence, Iowa



A Review

Many of our customers have dealt with us for so many years that they seem to us like old neighbors. It may not be out of place at this time to include a short Chronological Review of our past 80 years. The following are extracts from an article written by Chas. E. F. Gersdorff of Washington, D. C. and printed in the Dec. 1931 issue of the Gladiolus Review: "Mr. G. D. Black, one of the charter members of the society was born in Ohio in 1858 and taken to Iowa in infancy before the advent of the railroads there.

Among his early recollections were bands of roving Indians and wide prairie covered with beautiful wild flowers.

It was necessary for him to work his way through school to secure an education following which he taught during the winter terms.

His first endeavors at breeding were with long tongued Italian Queen bees and for improved varieties of vegetables.

He began experimenting with Gladiolus when there were but a few named varieties.

Later he began collecting and testing as many of the named varieties of Gladiolus as he could acquire in America and Europe.

At the permanent organization of the Iowa Gladiolus Society he was elected president

and he has also served as the president of the Society of Iowa Florists. He is a life member of the American Genetic Association and has been a member of that organization since its inception. He is a life member of the Iowa State Horticultural Society (also a life member of the Northeastern Iowa Horticultural Society) of which he served as president and also as secretary for a number of years. By virtue of reading a paper entitled "Modern Gladiolus Growing" at an annual convention of the Iowa State Horticultural Society, this title by a slight change became the name of the first magazine devoted to Gladiolus which was published under that name for several years.

He was the first hybridizer in the Middle West to display seedlings (at the State Fair) showing the progress that had been made in introducing new colors which were composed of tints and shades of blue and yellow. It was always the idea of Mr. Black that quite a large stock of any new variety should be grown before introducing it and as he never believed in high prices for novelties his own varieties were introduced at really nominal prices."

Friend Gersdorff has failed to mention a part of my life which is more important to me than all things else in the world.

All our customers with whom I have personal correspondence know that I address them "Friend" which I consider more inti-

mate than "Dear Sir". Friend denotes love and God is love. God's love and Holy Spirit constrained me during my youth to devote my life to the betterment of mankind.

Thou shalt love thy neighbor as thyself should be our law in life. At that time it was not convenient for many living in the country to attend religious services so Sunday schools were organized in the school houses. Sometimes I acted as Superintendent of two schools, one in the forenoon and the other in the afternoon. Later I was known as the Methodist Class Leader. It was our Lord's custom to go often to the garden to commune with God and to pray. Communing in the garden while at work, I realize that I am doing God's work and that he will help me at all times of need.



Modern Gladiolus Growing

SIZE OF BULBS

Bulbs 1 to 1 $\frac{1}{4}$ inches in diameter are often a year younger and will produce spikes of flowers nearly as large as the large bulbs. We sell these medium sized bulbs at half the regular price in all varieties after which you find the mark $\frac{1}{2}$. By ordering this size you can have about twice as many flowers for the same expense.

PLANTING

Gladiolus will do well on any soil that will produce a good crop of corn or potatoes. A sandy loam is best and a heavy clay the poorest. I have had good success on heavy soil by covering the bulbs lightly with sand before leveling the ground. Care should be taken that no fresh manure comes in contact with the bulbs. They can be planted any time in the spring when the soil is in good condition. Large bulbs may be planted as late as the first of July and most of them will bloom before frost. Large bulbs should be planted five inches deep and the smaller ones in proportion to the size up to two inches deep for the smaller sizes and bulblets. In heavy soil they should not be planted quite so deep. Many make the mistake of not planting deep enough.

We make our rows thirty inches apart and leave one inch of space between the bulbs.

When planted where they cannot be cultivated with a horse the rows should be fifteen inches apart. In good average garden soil 100 bulbs may be planted in a bed five feet square or a row twenty-five feet long.

CULTIVATION

Your success depends more on the cultivation you give your glads than on most anything else you can do. Do not wait until you can see the weeds. A common garden rake is perhaps the best cultivator for a small planting in the garden if it is used often enough to keep the soil loose and fine. You will be well repaid for the extra care you give your glads during the blooming season.

If you hill up the rows two or three inches when they are a foot or more high it will help to hold the spikes in an upright position when they bloom.

Cultivation should be continued once a week until after the blooming season, and also as soon after each rain as the soil will permit. This destroys the weeds when the seeds are germinating and creates a dust mulch to conserve the moisture.

CUTTING

If the spike is cut when the first flower is fully open it will bloom in the vase for a week or longer if the weather is cool. Each morning the water should be changed, the withered blooms removed and an inch or more cut from the base of the spike. They usually bloom better in the vase than in the hot sun and wind in the garden.

Cutting the spike off will not harm the new bulb for the next season if you are careful to not remove any more of the foliage than necessary. The more foliage you can leave the better the new bulb and bulblets will develop. The formation of seeds retards the growth of the bulb. The tops should be cut off above the foliage when they are done blooming in the garden. We growers who pride ourselves on growing high quality bulbs cut out many of the tops before blooming.

HARVESTING AND STORING

The bulbs are dug in the fall after the tops ripen or are killed by freezing. The tops are cut or broken off just above the bulb, and the bulbs are put two or three inches deep in crates to cure. A small quantity may be stored in a market basket and placed on a shelf or hung from a joist in the cellar.

The old shriveled bulb and roots can be easily pulled from the new bulb after they cure for a few weeks. This work can be done during the winter or at any time before planting. They must be kept dry and where they will not freeze. A temperature from 32 to 40 degrees is best.

WHOLESALE PRICES

If you buy bulbs in large quantities you are entitled to wholesale prices and should write us for a list of varieties we have in surplus that we are glad to sell at less than wholesale as long as surplus lasts.

We grow all varieties offered in this list here at Independence, Iowa, and frequently have a surplus of some but not enough of each to include in wholesale list.

We will gladly quote special prices on these to those who wish to plant 25 or more of each variety. When writing please state number and size of each variety wanted.

By referring to our list you will see that in many cases we have made the retail price almost as low as the wholesale price when you consider the cost of postage and packing.

We sell some varieties for less than half the price charged by some others. We can do this because we do not issue an expensive catalog and we grow our own bulbs. Our customers do not have to pay for fine pictures and expensive advertising.

PLEASE READ CAREFULLY

We have added several new varieties to our list this season and have taken out some that were in our 1939 list, mostly because our stock of these varieties is too small to last through the season if we should leave them in the list. We have enough of most of them for those who wish to order them from last season's list.

The prices per dozen or each include prepayment of postage or express charges. At prices per hundred they are not sent prepaid.

It is usually cheaper to send a package weighing 10 pounds or more a long distance by express than by parcel post and you pay the charges when you receive the package.

It will be to your advantage to send us your order as soon as convenient after you receive this list because some of the new varieties are limited in quantities and they are liable to be sold out soon.

Bulbs will be sent in March or April when there is no danger of freezing in transit, unless you instruct us otherwise, in which case you assume the risk of freezing.

If you want something not in our list ask for it as we have many varieties in quantities too small to list. We may have what you want or be able to get it for you.

If you find lower prices quoted in other catalogs you may remit to us at the lower price and mention the other catalog, and we will fill your order if we can.

DO YOU WISH US TO SUBSTITUTE

We do not substitute without permission. We sometimes get sold out of some varieties and it will save time and correspondence if you will kindly name a few that we may substitute as your second choice.

Over Fifty Years

For over fifty years we have been growing and testing thousands of varieties of glads, discarding most of them for various faults, and offering only those that are most satisfactory so that we are able to sell the best varieties for the lowest price.

Some of the best are classed as Primulinus Hybrids although they contain very little Primulinus ancestry. Aflame, Betty Nuthall, and Glorianna are some of these.

There are varieties in this list priced at 2 large bulbs for 5c or 4 one inch bulbs for 5c. Also varieties at 3 large bulbs for 10c and 6 one inch bulbs for 10c or 3 for 5c and we pay the postage.

These are all first class bulbs of sterling merit. We quote this low price because we have plenty of them. They are not inferior to the others offered at a higher price.

An order for less than \$1.00 is not profitable to us, but as an accomodation we will fill orders for any amount. You may select at the each price to the value of \$1.25 for each \$1.00 that you send us for them.

May We Substitute

May we substitute a similar variety, better if possible, if sold out of what you order.

FREE BULBS GRATIS WITH EACH ORDER

NAMED VARIETIES

Grown by G. D. Black

Name of originator when known is inclosed in parenthesis except in a few cases where the originator is not known. the introducer's name is given. To save space "K" is used for Kunderd, "G" for Groff, "B" for Black and "D" for Diener.

This mark (*) after a variety signifies that we sell 25 bulblets for the price of one bulb, but no package of bulblets for less than 10c.

$\frac{1}{2}$ signifies that bulbs 1 to $1\frac{1}{4}$ inches will be sold at half price, but no item for less than 5c.

PREPAID PRICES

Price per Dozen Multiply by 10. 3 at Doz. rate

Albatros (K & M)—Large white, 5c. * $\frac{1}{2}$

Angels Dream (Ellis)—Fine pink, 5c. * $\frac{1}{2}$

Anzak (G)—Very large salmon, 5c * $\frac{1}{2}$

Atlanta (Smith)—A soft shade of rosy violet with cream blotch, 5 c. * $\frac{1}{2}$

Averil (Errey)—Rosy salmon with large yellow center, 5c. * $\frac{1}{2}$

Ave Maria (Pfitzer)—Light blue 10c. * $\frac{1}{2}$

Aida (Pfitzer)—Dark Blue, 5c. * $\frac{1}{2}$

Bagdad (Palmer)—Smoky old rose, 2 for 5c. * $\frac{1}{2}$

Balboa (Briggs)— Orange salmon, 5c. * $\frac{1}{2}$

Belinde (Pfitzer)— Soft yellow, 5c. * $\frac{1}{2}$

Beverly (K)—Violet rose, 5c. * $\frac{1}{2}$

Berty Snow (Mair)—Large lavender, 3 for 10c. * $\frac{1}{2}$

Bill Sowden (Fallu)—Large deep red, 5c. * $\frac{1}{2}$

GRATIS BULBS WITH ALL ORDERS

- Blackhawk (K)**—Red, black center, 5c. * $\frac{1}{2}$
Blue Jay (G)—Blue, dark blotch, 10c. $\frac{1}{2}$
Blue Isle (K)—Lilac blue, dark blotch, 5c. * $\frac{1}{2}$
Fordeaux (Alkemade)—Wine color, 5c. * $\frac{1}{2}$
Break O' Day (Bill)—Creamy pink early 5c.
 * $\frac{1}{2}$
Carmelita (D) Smoky pink, 5c. * $\frac{1}{2}$
Chas Dickens (Pfitzer)—Violet, 10c. $\frac{1}{2}$
Cardinal Prince (K)—A fine red, 5c. * $\frac{1}{2}$
Cecil (Mair)—Salmon scarlet 10c. * $\frac{1}{2}$
Commonwealth (Brown)—A good large red
 5c. * $\frac{1}{2}$
Crinkles (K)—Ruffled rose pink, 5c. * $\frac{1}{2}$
Debonair (Palmer)—Peach and cream. 5c
 * $\frac{1}{2}$
Duchess of York (Mair)—Ashy rose, 5c. * $\frac{1}{2}$
Dr. Bennett (D)—Large deep red, 5c. * $\frac{1}{2}$
Dr. Moody (Kenyon)—Lavender pink, 5c. * $\frac{1}{2}$
Early Sunrise (Velthuys)—Salmon, 5c * $\frac{1}{2}$
E. J. Shaylor (K)—Deep rose pink, ruffled,
 very fine strong grower, 5c: * $\frac{1}{2}$
Early Dawn (Briggs)—Fine pink, 5c. * $\frac{1}{2}$
Early Melody (Arenius)—Lavender pink,
 10c. * $\frac{1}{2}$
Early Phipps (Ellis)—Light pink, 5c. * $\frac{1}{2}$
Elsie (Keur)—Fine pink, 5c. * $\frac{1}{2}$
Elaine (Bill)—Lily white, 5c. * $\frac{1}{2}$
Elizabeth Swartly—Salmon pink, 10c. $\frac{1}{2}$
Emilie Aubrun (Lemoine)—Large coppery
 bronze, 5c. * $\frac{1}{2}$
Enid (Goodrich)—White, blended pink, 10c.
Eugene Lefebvre (Lemoine)— Deep pink.
 large blotch, 3 for 10c. * $\frac{1}{2}$

3 OF A KIND AT DOZEN RATES

Flaming Sword (Krelage)—Bright red, 5c.

* $\frac{1}{2}$

Florabelle (B)—Light creamy yellow, 5c. * $\frac{1}{2}$

Frank J. Symms (D)—Salmon pink, red center, nicely ruffled, 5c. $\frac{1}{2}$

Gay Butterfly (Mumsell)—Salmon with large yellow blotches. good, 5c. $\frac{1}{2}$

Gene S. Porter—Soft pink, 2 for 5c. * $\frac{1}{2}$

Gertrude Errey (Errey)—Large pink, 5c. $\frac{1}{2}$

General Kuroki (Kelway)—Rosy red, 10c. $\frac{1}{2}$

Giant Nymph (Coleman)—Light pink, 5c. $\frac{1}{2}$

Golden Cup (Palmer)—Good early yellow, 5c. * $\frac{1}{2}$

Golden Dream (G)—Best late yellow, 2 for 5c. * $\frac{1}{2}$

Golden King (B)—Large golden yellow, red blotch, 5c. * $\frac{1}{2}$

Helen Wills (Salbach)—White, 5c. * $\frac{1}{2}$

Hinemoa (Davey)—Pink flaked chocolate. 10c. * $\frac{1}{2}$

High Nye (Austin)—Light Purple, 5c. * $\frac{1}{2}$

Helga (K)—Fine salmon rose, 2 for 5c. * $\frac{1}{2}$

Heinrich Kanzleiter (Pfitzer)—Early dark red, 5c. * $\frac{1}{2}$

Iwa—Large pink, red blotch, 5c. $\frac{1}{2}$

Jane Adams (Prestgard)—Phlox pink, 10c. $\frac{1}{2}$

Janet (Crow)—Smoky Gray, 5c. * $\frac{1}{2}$

John T. McCutcheon (K)—Large red, 10c. $\frac{1}{2}$

Joe Coleman (K)—Rich red, ruffled, 5c. * $\frac{1}{2}$

John T. Pirie (K)—Mahogany brown, 5c. * $\frac{1}{2}$

King Arthur (Arenius)—Rose lavender, ruffled, 10c. * $\frac{1}{2}$

King George V (Mair)—Crimson, 10c. * $\frac{1}{2}$

BULBS 2 for 5c, 30c per DOZEN

- Lavender Beauty** (K)—Lacinated lavender, 3 for 10c. * $\frac{1}{2}$
- Lavender Bride** (Bride)—Smoky lavender, 5c. * $\frac{1}{2}$
- Le Marechal Foch** (Van Duersen)—Light pink, very large and early, 5c. $\frac{1}{2}$
- Lilac Wonder** (Pfitzer)—Early lavender, 3 for 10c. * $\frac{1}{2}$
- Lorice** (Kemp)—Salmon red, 10c. * $\frac{1}{2}$
- Leota** (Coleman)—Clear pink, 5c. * $\frac{1}{2}$
- Los Angeles** (Howdyshel)—Pink. The so-called cut and come again glad, 2 for 5c. * $\frac{1}{2}$
- Maid of Orleans**—Early white, cream throat, 5c. * $\frac{1}{2}$
- Mary Elizabeth** (Stevens)—Nearly white, ruffled, 5c. * $\frac{1}{2}$
- Marion Koch** (Austin)—Needle point type, pink and cream, a beauty, 5c. * $\frac{1}{2}$
- Marmora** (Errey)—Lavender gray, 5c. * $\frac{1}{2}$
- Mary Frey** (Gelser)—Lavender pink, 5c. * $\frac{1}{2}$
- Marnia** (Kemp)—Orange, 2 for 5c. * $\frac{1}{2}$
- Mary O' Mine** (Austin)—Crystal White, 10c. * $\frac{1}{2}$
- Mielust**—Light pink, dark blotch, 5c. * $\frac{1}{2}$
- Minuet** (Coleman)—Lavender, 5c. * $\frac{1}{2}$
- Mildred Louise**—Fine Pink, 10c. * $\frac{1}{2}$
- Miss Tea Rose** (Fisher)—Creamy Pink, 5c. * $\frac{1}{2}$
- Mother Machree** (Stevens)—Large golden smoky lavender, 5c. * $\frac{1}{2}$
- Mr. Mark** (Velthuys)—Lilac blue, darker blotch 10c. * $\frac{1}{2}$
- Mrs. Frank Pendleton** (K)—Bright pink with large crimson blotch, 5c. * $\frac{1}{2}$

BULBS 6 for 10c, 20c per DOZEN

- Mrs Ella Morrison** (Kirchoff)—Shell pink,
5c. * $\frac{1}{2}$
- Mrs. C. P. Alkemade** (Alkemade)—White,
10c. * $\frac{1}{2}$
- Mrs. P. W. Sisson**—Fine light pink, 2 for 5c.
* $\frac{1}{2}$
- Mrs Leon Douglas** (D)—Very large salmon
rose and scarlet, 5c. * $\frac{1}{2}$
- Morocco**—Blacker than Arabia, 10c, * $\frac{1}{2}$
- Nelly** (Mair)—Light rose, crimson blotch,
extra fine, 10c. $\frac{1}{2}$
- Odin** (Heemskerk)—Salmon, red blotch, 5c.
* $\frac{1}{2}$
- Olive Goodrich**—White, edged pink, 5c. * $\frac{1}{2}$
- Opalescent** (Bill)—Pale lavender. 2 for 5c.
* $\frac{1}{2}$
- Oriental Gem** (Goodrich)—Light coral red,
violet and yellow, 5c, * $\frac{1}{2}$
- Pantheon** (K)—Large white, red center, 5c.
- Pearl of California** (Kingsley)—Light pink,
5c. * $\frac{1}{2}$
- Peach Rose** (K)—Deep rose pink, extra fine,
5c. * $\frac{1}{2}$
- Picardy** (Palmer)—Pink salmon, 5c. * $\frac{1}{2}$
- Pink Cloud** (K)—Light rosy pink, ruffled,
5c. * $\frac{1}{2}$
- Pride of Wanakah** (Criswell)—Large deep
rose, very good, 2 for 5c. * $\frac{1}{2}$
- Prince of India**—Smoky gray with darker
blotch, 5c. * $\frac{1}{2}$
- Princely** (Kemp)—Almost white, good, 2
for 5c. * $\frac{1}{2}$
- Prince of Wales** (Van Zanten)—Salmon yel-
low blotch, early, 5c. * $\frac{1}{2}$

BULBS 3 for 10c, 40c per DOZEN

- Purple Victory** (Gilray)—Extra fine large purple, 5c. * $\frac{1}{2}$
- Racine** (K)—Dark red, flaked darker, white in throat, 5c. * $\frac{1}{2}$
- Red Lery** (Errey)—Rose red, large, 5c. * $\frac{1}{2}$
- Richard Diener** (D)—Salmon pink, 5c. $\frac{1}{2}$
- Romance** (K)—Large salmon, rose, red, yellow and blue, very good, 5c. * $\frac{1}{2}$
- Red Glory**—Sport of Purple Glory, 10c. $\frac{1}{2}$
- Red Phipps** (Briggs)—Fine red, 5c. * $\frac{1}{2}$
- Rose Ash** (D)—Gray rose, 5c. $\frac{1}{2}$
- Royal Purple** (K)—Violet purple, 10c. $\frac{1}{2}$
- Salmon Plume** (K)—Light salmon, 5c. * $\frac{1}{2}$
- Saraband** (Salbach)—Smoky plum, 10c.
- Scarlane** (K)—Bright red, ruffled, 5c. * $\frac{1}{2}$
- Scarlet Princeps** (K)—Fine red, 5c. * $\frac{1}{2}$
- Serata**—Peach and cream, lacinated petals, 5c. * $\frac{1}{2}$
- Shenandoah** (Goodrich)—Dark pink, 5c.
- Scarlet Wonder** (Cowie)—Large scarlet, 5c. * $\frac{1}{2}$
- Schubert** (Pfitzer)—Apricot, 5c. * $\frac{1}{2}$
- Tempa** (K)—Ruffled pink, 10c * $\frac{1}{2}$
- Uhlan Chief** (K)—Brilliant scarlet, 5c. * $\frac{1}{2}$
- Van Wert** (K)—Salmon pink, 5c. * $\frac{1}{2}$
- Victor** (Errey)—Large red, white center, 5c. * $\frac{1}{2}$
- Violet Beauty** (K)—Rose violet, 5c. * $\frac{1}{2}$
- Watermelon** (K)—Rose pink, 5c. * $\frac{1}{2}$
- Wonderful** (K)—Orange red throat, 10c. * $\frac{1}{2}$



PRIMULINUS GRANDIFLORA

We have listed the Primis separate from the others for the convenience of our customers who live in localities where other varieties do not do well on account of the hot dry summers. They are almost sure to bloom even from small bulbs if planted early. The large bulbs usually send up two or more spikes from each bulb.

We have selected as the best from nearly 200 varieties that we have had under test, the following varieties.

Price per Dozen Multiply by 10. 3 at doz. rate

Aflame (Hornberger)—Very large, scarlet, 5c. * $\frac{1}{2}$

Annie Laurie (Brown)—Ruffled pink and white, 5c. * $\frac{1}{2}$

Betty Nuthall (Salbach)—Golden salmon, not excelled for size and beauty, 5c. * $\frac{1}{2}$

Butterboy (K)—Cream yellow, 5c. * $\frac{1}{2}$

Betty Co-ed—Creamy pink, 10c $\frac{1}{2}$

Glorianna (Betscher)—Rich salmon, 5c. * $\frac{1}{2}$

His Majesty—Large red, 5c. * $\frac{1}{2}$

King of Oranges (K)—Best large orange, 5c. * $\frac{1}{2}$

La Paloma (Dusinbeere)—Orange, 5c. * $\frac{1}{2}$

Prim Beauty (Christy)—Rich yellow overlaid with a network of bright crimson, 3 for 10c. * $\frac{1}{2}$

Ruffled Gold (Goodrich)—Yellow ruffled, 10c. * $\frac{1}{2}$

Spirit of St. Louis (Mueller)—Orange saffron 3 for 10c. * $\frac{1}{2}$

Wasaga (Palmer)—Buff, ruffled, 5c. * $\frac{1}{2}$

OVERCOUNT ON ALL ORDERS

POPULAR MIXTURES

A good mixture is perhaps the most economical to buy, especially when you do not care to keep each variety separate.

Our mixtures are made from named varieties grown separately and mixed when we put up the order for shipment.

Brightside Mixture—Made from named varieties of all colors. As we wish to preserve the name of "Brightside" we shall always strive to make this mixture as good as the best. 30c per dozen, postpaid, \$1.50 per 100 not prepaid. 1 to 1¼ inch bulbs 75c per 100 not prepaid. 200 bulbs ½ to 1 inch \$1.00 not prepaid. These small bulbs should all bloom nicely if they are given good cultivation and care

Light Mixture—Made from named varieties of white, lavender, pink, yellow, and other light shades. 30c per dozen, postpaid, \$1.50 per 100 not prepaid. 1 to 1¼ inch bulbs 75c per 100 not prepaid.

Dark Mixture—Made from named varieties of red, mauve, wine, purple; and other dark shades. 30c per dozen, postpaid, \$1.50 per 100 not prepaid. 1 to 1¼ inch bulbs 75c per 100 not prepaid.

Primulinus Hybrid Mixture—Made from named varieties, many of Kunderds. Orange, pink, red, and yellow. 30c per dozen postpaid, \$1.50 per 100 not prepaid. 1 to 1¼ inch bulbs 75c per 100 not prepaid.

Kunderd Mixture—Kunderd varieties some of them ruffled. 35c per dozen, postpaid, \$1.50 per 100 not prepaid. 1 to 1¼ inch bulbs 75c per 100 not prepaid.

1000 Bulbs at 9 times the price of 100

POSTAGE

The prices per dozen or each include prepayment of postage or express charges. At prices per hundred they are not sent prepaid.

100 bulbs will weigh six pounds and will require for postage in the first and second zone, 14c; third zone, 19c; fourth zone, 28c; fifth zone, 38c; sixth zone, 47c; seventh zone, 59c.

100 bulbs 1 to 1¼ inch or 200 bulbs ½ to 1 inch will weigh four pounds and will require for postage in the first and second zone, 12c; third zone, 15c; fourth zone, 21c; fifth zone, 27c; sixth zone, 33c; seventh zone, 41c.

Be sure to allow enough postage for all bulbs you order by the 100. If you should send too much we will return the balance or put in enough more bulbs to balance the account.

Your Postmaster will tell you what zone Independence, Iowa, is in.

It is usually cheaper to send a package weighing 10 pounds or more a long distance by express and you pay the charges when you receive the package.

BARGAINS

Bargain A. 100 bulbs, 10 each of 10 varieties, each variety in separate bag, correctly labeled, our selection from surplus bulbs we have at time of putting up the order. Your choice of light, dark, or all colors, \$1.50 not prepaid. 1 to 1¼ inch bulbs 75c not prepaid.

Bargain B. Same as above, except Primulinus Hybrid varieties.

Specials

SPECIAL NUMBER ONE

Fifty blooming size bulbs (our selection) of named varieties, all different. Worth at least \$3.00 if selected from our catalog, sent by mail postpaid for \$1.25.

SPECIAL NUMBER TWO

Same as above, but each bulb labeled and packed in a separate bag, \$2.00.

SPECIAL NUMBER THREE

Fifty blooming size bulbs, named varieties of Primulinus Hybrids, all different, by mail postpaid for \$1.25.

SPECIAL NUMBER FOUR

Same as above, but each bulb labeled and packed in a separate bag, \$2.00.

BULBLET MIXTURE

Of all colors, more than 100 named varieties. These should be soaked in warm water two or three days before planting so they will germinate well. Only a few of them will bloom the first year. 40c per 1000 postpaid, 3000 for \$1.00 postpaid.

Bulbs at Half Price

We sell 1 to 1¼ inch bulbs at half the regular price of the larger bulbs. Many growers prefer this size. The postage or express charge is less than on the larger size.

500 Bulbs for \$1.50

We wish to reduce our planting stock because after our score years we do not need as much exercise as when we were younger.

These bulbs are one year old, grown from bulblets last summer. They are from one inch down to the smallest size. More than half of them should bloom this season if given good care and cultivation. Some of the small sizes which are apt to be of the better varieties will not bloom until a year later, but will make good vigorous bulbs for next season's planting. This mixture will be similar to our Brightside mixture, more than 50 of the better varieties, each variety grown separately and mixed when putting up the order— All colors, or either Light or Dark colors as you prefer. 500 bulbs for \$1.50, not prepaid. Weight 3 lbs. Postage in first and second zone 11c, third zone 13c, fourth zone 17c; fifth zone 22c. sixth zone 26c, seventh zone 32c. More than 500 bulbs at the same rate.

The above will give you a large number of bulbs at small expense without the tedious work of growing them from bulblets and save you a years time.

Overcount on All orders

Thank You

for the kind words to us and your neighbors. We do not advertise in the papers but depend on friends who have been sending us orders for many years to

Help us to new customers

This is why we can sell good quality bulbs of the best varieties at a low price, and they may order \$1.25 worth of bulbs at the each price for each \$1.00 they send us or pay you to send for them.

Many of our old customers solicit orders from their neighbors and send them to us when sending their own orders.

We Will Pay You

You may select 20c worth of bulbs for each \$1.00 sent us for your neighbors on bulbs sold at the each price, 10c on bulbs sold at the dozen price, and 5c on bulbs sold by the hundred or special collection.

Kindly send us full address of all new customers so we can send them our **Modern Gladiolus Growing**. We will send the bulbs either to you or the new customer as you request.

Free Bulbs

We always add quite a number of bulbs gratis to each order in proportion to the size of the order, and always guarantee satisfaction.

OUTSTANDING GLADS FREE

Aida, Bagdad, Berty Snow, Betty Nuthall, Cardinal Prince, Dr. Moody, Eugene Lefbure, Golden Dream, High Nye, Lilac Wonder, Mormora, Marion Koch, Morocco, Olive Goodrich, Picardy, Princely, Pride of Wanakah, Serata, Uhlan Chief.

These are all easy to propagate and grow. They have unusual characteristics and qualities in color, form and habit of growth that causes exclamations of wonder and delight. We have an abundant crop of these and can afford to give them free in connection with orders, each bulb in separate bag, correctly labeled, in addition to the overcount and gratis bulbs we always include with each order.

If your order amounts to \$1.00 or more you may select 1 bulb each from 5 varieties of the above. With an order of \$2.00 or more select 12 bulbs and with \$3 00 or more, the whole lot of 19.

If the large bulbs of any variety are sold out we will give 2 half size bulbs in place of the large bulb.

Should both sizes become sold out we reserve the privilege of substituting something similar. Perhaps you had better make second and third choices.

We will also give you 50 seeds of Heavenly Blue Morning Glory free if you ask for them in your order.